

JOHN WANNAMAKER DIES AT AGE OF 84

Philadelphia, Dec. 13.—John Wannamaker died at his home here at 8 a. m. The world-famous merchant and former postmaster general passed away at his town house, 1023 Walnut street. He had been confined there since early in November by a heavy cold contracted at his country estate, Lyndhurst, at Jenkinson, near here. He was 84 years old.

Mr. Wannamaker was active in business up to the time he was stricken. He spent much of last winter in Florida, but was in this city all summer, hard at work, with the exception of an occasional trip to the seashore. He was always an early riser and was usually in his mercantile establishment before its doors were opened.

Mr. Wannamaker is survived by a son, Rodman, a resident of New York City, and two daughters, Mary, the wife of Barclay H. Warburton, and Elizabeth, wife of Norman MacLeod, both of Philadelphia.

After Mr. Wannamaker was brought to his town house he did not improve and about two weeks ago his condition became such as to cause anxiety. A week ago, however, he showed marked improvement, and his physicians' seemed promising.

At 5 o'clock this morning Mr. Wannamaker was seized by a violent coughing spell, his physicians stated, which resulted in extreme heart weakness. Mr. Barclay H. Warburton, Mr. Wannamaker's son-in-law, notified the Associated Press that Mr. Wannamaker died peacefully at 8 a. m. Members of the family were at the bedside, except Rodman Wannamaker, who arrived too late.

The Wannamaker store here and the one in New York were not open, a notice appearing on the doors announcing that the stores would remain closed until further notice.

The death of Mr. Wannamaker, who had lived his entire life in Philadelphia and had always been prominent in civic activities, was received with sorrow by all classes.

Sketch of Wannamaker's Career.

John Wannamaker led in the creation of the department store as an institution in American life. At the outbreak of the Civil war in 1861 when he began business for himself in a humble way in Philadelphia, retail merchandising in this country was in a disorganized state, and, in the opinion of the far-sighted young merchant, it was suffering a rapid decline through practices that were then general. Aside from his ambition to make money, "my paramount purpose," said Mr. Wannamaker, "was to help save the mercantile profession from lowering its flag before other professions and occupations." There were in those days no fixed selling prices for goods. Business then demanded a thirteen-hour day from all its employees. Customers spent hours price-haggling with salesmen, and the present generation can scarcely find anywhere a trace of the old practices.

Mr. Wannamaker was 34 years old when he entered upon his career, in partnership with his brother-in-law, Nathan Brown, on a joint capital of \$3,500, in a clothing business at Philadelphia. He had been born in that city, July 11, 1828. His father and his father's father had been brick-makers, and John Wannamaker's first work was "turning bricks." He was the oldest of seven children and early in his boyhood he was obliged to give up schooling and earn his own way. His first wages were \$1.25 a week as an errand boy at a Philadelphia book store, and then a young man he was employed for

a time at Tower Hall, a famous old Philadelphia clothing house, where his personality and business ability were developed for his venture in business for himself. The Brown & Wannamaker store began business with a first day's sales account of \$24, and ended its first year with a record of \$24,000 business. Mr. Wannamaker and his brother-in-law were during their first few months of business unable to afford a horse and wagon for delivery, and Mr. Wannamaker himself pushed a two-wheeled cart to deliver his goods. His partner's health failing, most of the details of the business devolved upon Mr. Wannamaker.

Aside establishing his one price policy and making a shorter business day, Mr. Wannamaker established in the new store two systems, one of sales and the other of organization. He learned it was cheaper to manufacture some classes of goods than to buy from manufacturers and he became one of the first retailers to do this. He found it difficult to get employees who were properly instructed in their duties and he organized training schools where his workers were taught the "Wannamaker system."

Mr. Wannamaker interested himself in many civic activities. He was the first salaried secretary in America of the Young Men's Christian Association, in 1858; one of the founders of the Christian commission during the Civil war, and one of the organizers of the Centennial Exposition in 1876. In the latter year he began the development of his department store, establishing the house of John Wannamaker and company on Chestnut street, Philadelphia, and twenty years later established an American home merchandise teaching nearly a billion dollars in value.

He was known as a great believer in advertising, in newspaper advertising above all other varieties. He spent millions of dollars in it. One of the features of his advertising campaign was his development of the "Store News Page" which he led with an editorial over his own signature, invariably written by himself to keep the public in touch with the policies of his business. His friends often saw him writing such an editorial on his way to the store in the morning, scribbling it on the back of an envelope or any odd scrap of paper he had in his pocket.

In political life, Mr. Wannamaker was prominent as an independent republican. In 1882 he was offered the republican nomination as congressman-at-large for the state of Pennsylvania, but declined it, and in 1886 he declined to be an independent candidate for mayor of Philadelphia. He took an active part in most of the presidential campaigns and gave a great amount of work to the republican national executive committee, of which he was a member during the Harrison campaign. Upon the election of Harrison, Mr. Wannamaker was invited to enter the cabinet, and although there was much criticism to the effect that a merchant was unfit for a cabinet position, Mr. Wannamaker became postmaster general and was acknowledged later by his critics to have worked many desirable reforms in the postal system. Organization, system, method and business mechanism so essential in the post office department were all in Mr. Wannamaker's line. He spread the fast mail service and the postal savings banks in which foreign mails are distributed and made up on the sea, and, among other things, advocated the parcels post and postal savings which were later realized, and also urged government ownership of telegraph lines.

Early in his career Mr. Wannamaker married Mary B. Brown, who co-operated with him in much of his philanthropic work. He founded the Presbyterian hospital in Philadelphia, the First Penny Savings bank there, assisted in erecting many Young Men's Christian Association buildings and contributed toward college missionary institutions in India, China and Japan. At the outbreak of the European war he was one of the first to assist in the relief of the starving, equipping two shiploads of foodstuffs which were sent to the invaded country.

COLUMBIA

John Randall of Willimantic, over 50 years of age, an uncle of Mrs. H. W. Porter and a frequent visitor here, died suddenly on Monday about 5 p. m. He was found dead in his chair when Mrs. Randall went to speak to him.

Word has been received in town from Mrs. Robert H. Hall of East Hampton, who has been spending the fall with her daughter Alice in Philadelphia. Mrs. Hall and her daughter intend to spend the Christmas holidays at East Hampton, and Mrs. Hall expects to remain there for the rest of the winter. Mrs. Hall is now regent of the Middletown chapter of the D. A. R.

At the December meeting of the teachers of the district schools in town, which was held on Tuesday last at the Center school, Miss Marion Holmes, teacher, the topics for discussion were Health, Thrift, Taxation and School Organization. Under health, the advisability of the town providing a school nurse was discussed and decided in the affirmative. Thrift can be taught in nearly every subject and in a practical way, by teaching the good care of small materials, replacing damaged or soiled articles, etc. Regarding taxation, those who pay taxes receive more for the tax dollar this year than in any other year. If a parent feels otherwise, let him estimate the cost of educating his individual children without the aid of the state and town.

School organization is much like a baseball game, where every one must do his part in helping to win the game. The parents, pupils and teachers must work together for the child's interest if desired results are to be gained.

Dr. W. P. S. Keating visited the Old Hop River school during the latter part of November and reported to the school committee that most of the children had impetigo contagiosa but were almost well, as the methods used by the teacher, Miss Jones, had been correctly given.

At the Chestnut Hill school two children have had ringworm of the scalp. The arithmetic drills which are in use at the Old Hop River school have increased the speed and accuracy of fundamentals. The present leader is Victoria Golob, grade 8.

The Chelsea Savings club has become well started in most of the schools. Hop River Village school, Miss Frances McIntosh teacher, deposited nearly \$6 the first week. Those having bank book credits were George and Jennie Johnson.

At the Pine Street school, Mrs. Mary Cummings teacher, every pupil has work to do as a club member.

At Old Hop River school, those depositing \$1 or more are Martha Chowne, John Tolokan and Peter Tolokan. At the West Street school, Miss Esther Gramerom teacher, a spelling contest was worked out for two weeks and a prize given. The prize was awarded to Randolph McCamley, grade 2, who has received the greatest number of credits for perfect lessons.

MOHEGAN

Rev. Allen Shaw Bush of Gales Ferry held the communion service here Sunday. A union service was held here Sunday evening and was largely attended.

Mr. Fleming has moved his family to Uncaeville. Burrill F. Fielding, son of Mr. and Mrs. B. H. Fielding, has returned to the U. S. S. Utah and will sail for South America in the near future.

THE TOY STORE

If you want to see the finest and most complete line of Toys in Eastern Connecticut, visit our Basement. There are Iron Toys, Wooden Toys and all the latest novelties in Mechanical Toys. In fact every kind of Toy imaginable is included in our holiday showing.

THE PORTEOUS & MITCHELL CO.

SANTA CLAUS IN OUR LARGE WINDOW

Santa Claus will be in our large show window every day from now until Christmas. Morning hours, 10:30 to 12:00—Afternoon hours, 2:30 to 5:00 o'clock. Bring the Children to see him.

THE DOLL SHOW

Big Dolls, Little Dolls, Dressed Dolls, Undressed Dolls—a great assortment. We feel that no better or more carefully selected line of Dolls will be seen this season, anywhere. All the best makes of Dolls are here to greet you, in a full line of sizes and prices.

MAKE IT A GOOD OLD-FASHIONED CHRISTMAS WITH EVERY FRIEND REMEMBERED

The greatest joy in giving comes with the knowledge that no one has been neglected and that your gifts are all that you want them to be. Our Christmas stocks cover such an extensive range of gift goods, and the prices are so much lower than for many seasons past, that everyone can feel privileged to buy freely this Christmas—to think of every friend and to give generously.

BOOKS

Greater than ever will be the demand for Books this season—at least we already find it so, partly because of the fast growing popularity of our splendid Book Department. Books for Christmas Gifts for the whole family, from the smallest tot up to Grandpa and Grandma. If it is books you want, come here.

Samples—Women's Silk Umbrellas At One-Third Off Regular Prices

Women's Silk Umbrellas, in all the wanted colors—navy, red, green, brown and purple—with handles and ferrules to match, in transparent bakelite, with rings or straps—Also natural wood handles, with cords, rings, or leather strap handles. Divided into two special groups:

AT \$4.95—VALUE UP TO \$8.00

AT \$6.95—VALUE UP TO \$11.00

Being Manufacturer's Samples, there is only one of a kind—hence this is an opportunity to get an exclusive style in a handsome Silk Umbrella, for gift purposes—at a substantial saving.

GAMES

Hundreds of Games, in scores of different kinds. Games for the Children, of course, but amongst them are many games that will afford fun and pastime for the staid and conservative older folks in every home. This year there are many brand new games, shown this season, and at this store, for the first time.

FIRST AMONG GIFTS THAT BRING JOY AT CHRISTMAS TIME!

JEWELRY

FOR MEN—FOR WOMEN—FOR CHILDREN

In our Dress Goods Section, where our Holiday Jewelry Department is now located, you will find a great assortment of Jewelry, values out of the ordinary—styles unusually interesting. All the Jewelry is carefully selected by us, items we carry the year around, and each piece carries our guarantee as to quality and price. All Jewelry is nicely boxed, and at prices that are much less than elsewhere.

SAMPLE JEWELRY

At One-Third to One-Half Off

EVERY PIECE BOXED IN A NEAT WHITE BOX DIVIDED INTO TWO SPECIAL GROUPS:

AT 25c—VALUE 50c

Brooches, Bar Pins, Hat Pins, Lingerie Clasps, Sweater Pins, Cuff Buttons, Scarf Pins, Rings, and many other articles—all at 25c value, up to 50c.

AT 50c—VALUE \$1.00

Bracelets, Bar Pins, Baby Sets, Lingerie Pins, Lavalliers, Cross and Chain, Earrings, Barettes, Brooches, etc.—all at 50c, regular value 75c and \$1.00.

EXTRAORDINARY CHRISTMAS SELLING OF Indestructible Pearl Necklaces

These are the genuine La Tausca Pearl Beads, with solid gold clasps, each one in a gray plush box with satin lining. Four special lots:

AT \$3.95—Value \$6.50

18-inch, graduated, with solid gold clasps—a very special offering at \$3.95, value \$6.50.

AT \$4.98—Value \$8.50

18-inch, iridescent, and 24-inch flesh color Pearls, graduated, with solid gold clasp.

AT \$6.45—Value \$10.00

24-inch iridescent Pearls, with solid gold clasps, at \$6.45, value \$10.00.

AT \$10.95—Value \$16.50

18-inch iridescent and 24-inch cream, white Pearls, both with white gold diamond clasps.

REMARKABLE SPECIAL OFFERING OF Ivory Pyralin Toilet Articles AT ONE-THIRD OFF REGULAR PRICES

A limited quantity only—of Ivory Pyralin Toilet Articles at fully one-third off regular prices. These are selected discards of the genuine Ivory Pyralin. So careful are the makers of the reputation of their product that every piece is closely examined and every article showing the tiniest scratch or oil spot or the slightest thing to mar its beautiful service is laid aside and classed as imperfect. These are the articles that we offer at one-third off regular prices. The assortment includes Mirrors, Brushes, Combs, Horns, Picture Frames, Hair Receivers, Puff Boxes, Cream Boxes, Shoe Horns, Manicure Implements, Pin Cushions, Jewel Boxes, etc. There are three patterns in the lot—Amber on Ivory, Du Barry and the plain pattern. The price range from 25c for a 40c Manicure piece all the way to \$7.25 for a large \$11.00 Du Barry Mirror.

We also make an extensive showing of the first quality Ivory Pyralin Toilet Articles, at regular prices.

SPECIAL!—We will give a cloth-covered box, with cloth lining FREE, if you wish to make up a set. We have these boxes in several sizes, to hold from two pieces up to the large 11-piece sets.

Useful Gift Goods

Throughout the store are hundreds of articles of utility that would make the best kind of Christmas gifts for every member of the household. You should walk through the store and see the many useful and acceptable gift articles that are displayed on all sides.

Linens For Gifts

A wonderful array of Christmas Linens, comprising Table Linen Sets of Cloths and Napkins; Towel Sets, consisting of Linen Towels, Turkish Towels, Etc.—also Bath Rugs, Bureau Scarfs, Glove and Handkerchief Cases, Doyilies, Center Pieces, Etc.—all attractively boxed for Christmas giving.

CONTINUED TODAY — THE SPECIAL SALE OF GLOVE SILK UNDERWEAR

The Special Sale of Women's Glove Silk Underwear will continue today. As quantity of some styles is limited we advise an early selection.

AT \$1.75 — Women's Bodice Top Glove Silk Vests, in pink only—actual value up to \$2.75.

AT \$2.35 — Women's Glove Silk Vests and Bloomers, in pink only—actual value up to \$3.50.

(At Knit Underwear Department—Main Floor)

Women's Neckwear Department

Women's Bertha Collars in Point Venice, Oriental Lace, Silver, Gold and Fillet—Bib Collars, Bramley Sets, Roll Sets, in Lace, Eyelet and Organdie, Flat Lace Collars and Sets—at 50c to \$3.50. Vestees, in Lace, Eyelet, Linen and Silk—at \$2.50 to \$3.50. Boudoir Caps and Lace Bands—at 50c to \$2.50. Scarf and Cap Skating Sets—at \$3.00 to \$5.00. Scarfs in Angora, or Knitted, all shades—at \$2.00 to \$10.00.

Silk Scarfs, in plain colors, two-toned and Paisley effects—also Lace Scarfs in black, white and evening shades—at \$3.98 to \$5.50. Women's Knit Shawls, in black, white and gray—at \$1.39 to \$4.00. Hand-made Spencers and Snugglers—at \$2.25 to \$5.98. Pant Leggings for Children, in sizes 2 to 8 years, in black, white and gray—at \$1.39 to \$4.00.

In the Art Goods Section

Sweet Grass Baskets and Novelties, plain and lined—at 10c to \$4.50. Fancy Pin Cushions—at 98c to \$1.25. Ivory Novelties in Sewing Sets and Pin Cushions—at 39c to 50c.

Felt Slippers for Women and Children, assorted colors—at 98c. Satin Quilted Slippers—at \$1.29 a pair. Hand-embroidered, finished models, including Scarfs, Centers, Sofa Cushions, nightgowns, Rompers, etc.—\$1.98 to \$20.00.

CHRISTMAS GIFTS FOR MEN

A very popular section of the Store these days is our "Men's Store." Here you will find a wide range of most giveable articles for Men—goods of dependable quality and always at right prices. These brief suggestions:

Men's Cuff Buttons in holiday boxes—at 50c and \$1.00 a pair.

Men's Belts with Sterling buckles, at \$2.00—other Belts with buckles at 75c, \$1.00 and \$1.50.

Initialed Buckles for men's belts at \$1.00.

Boys' Silk and Knit Ties, a good assortment—at 50c.

Men's Silk and Knit Ties, newest shapes—at 50c, 75c and up to \$2.00.

Men's Scarfs, in Silk, in Fibre, and in Wool, all in holiday boxes—at \$1.50 to \$5.00.

Men's Handkerchiefs in boxes, at 4 for 50c—at 4 for \$1.00.

Men's Wool Hosiery, all styles, dress or sport Hosiery—39c to \$7.00 a pair. Men's "Phoenix" Silk Hosiery, black, navy and brown—75c, \$1.00 and \$1.50.

Men's All-Wool Knit Gloves—at \$1.00 and \$1.50.

Men's Gloves in mochas, suedes, capeskin buck, etc., including fur-lined, all colors—\$1.50 to \$7.00.

Men's Umbrellas, a good assortment—\$1.50 to \$5.00.

Men's Arm Bands, Hose Supporters, and combination sets—all in holiday boxes.

Arm Bands—15c and 25c. Hose Supporters—35c, 40c and 50c. Supporters in holiday boxes—50c, 75c and \$1.00.

Supporters and Arm Bands—50c and 75c. Men's Belts and Supporters—\$1.00 and \$1.50.

Suspenders and Supporters—\$1.00, \$1.25 and \$1.50.

Men's "Eagle" Shirts, new styles, in holiday boxes—\$2.00 to \$5.00.

Men's Silk Shirts, in plain colors and fancy stripes—\$5.00 to \$8.00.

Men's "Tom Shine" Sweater Coats—a most acceptable gift—Special value at \$3.75.

Men's Bath Robes, newest patterns and colorings, all sizes—at \$5.00 to \$18.50.

Men's Smoking Jackets, all sizes—at \$10.00 and \$12.00.

Men's Traveling Bags, black and brown—at \$10.00 to \$30.00.

Likely Trunks and Wardrobe Trunks—at \$15.00 to \$50.00.

GIFT SUGGESTIONS FOR BOYS

Boys' Winter Caps—at 75c, \$1.00 and \$1.49.

Boys' Hats, all styles—at \$1.00, \$1.25 and \$1.49.

Boys' Knitted Caps—at 50c, 95c and up to \$1.65.

Boys' "Tim's" Muffler Caps—at \$1.65.

Boys' Blouses, all sizes—at 95c, \$1.29 and \$1.49.

Boys' Kazoo Suspenders, with garter attachments—at 50c.

Boys' Overalls, red trimming, sizes 3 to 8—at 75c a pair.

Boys' Sweaters, sizes 9 to 16—at \$5.50 to \$8.50.

Children's Sweaters, sizes 2 to 8—at \$2.39 to \$6.50.

Boys' Straight Corduroy Trousers, sizes 5 to 8—at \$1.39 a pair.

Boys' Knee Trousers, all sizes—at \$1.39 to \$3.50.

Boys' Corduroy Knickerbockers, sizes 8 to 16—at \$2.45 a pair.

Boys' Indian Suits, sizes 4 to 12—at \$1.95.

Boys' Washable Suits, sizes 3 to 8—at \$1.50 to \$3.95.

Boys' Jersey Suits, sizes 3 to 8—at \$2.95 to \$6.50.

Boys' Corduroy Suits, sizes 7 to 17—at \$3.00.

Boys' Norfolk Suits, sizes 8 to 18—at \$5.50 to \$13.50.

Boys' Rayon Suits, best Rubber Coats—sizes 4 to 18—at \$5.50.

Good Will
Again the Spirit of Christmas kindles within us memories of old friends, whose Good Will for nearly fifty years has helped us to maintain our ideals. In hearty appreciation of loyal friendship, we wish you all happiness at Christmastide and throughout the New Year.

R. G. Sullivan

7-20-4

